

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Bangkok, Thailand

Fresh Oranges

Monthly Market Share For: April 1997

Month\Year: 7\23

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Sea-Land	57%	30%	17 Days ⁴	\$4.09	\$5			\$34				950 pkgs.	\$4,123
Maersk	43%	52%	23 Days	\$4.09	\$5			\$34				950 pkgs.	\$4,123
Neptune	0%	9%	32 Days	\$4.09	\$5			\$34				950 pkgs.	\$4,123
Hanjin	0%	4%	25 Days	\$3.94	\$5			\$34				900 pkgs.	\$4,170
COSCO	0%	4%	20 Days	\$4,750 ¹	\$40 ¹		AI	\$120 ¹					\$4,910

1 Rate is per container

4 Transit time is based on departure from Long Beach, CA.

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Busan, South Korea

Fresh Oranges

Monthly Market Share For: April 1997

Month\Year: 287\1,098

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:							Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.		
Hyundai	43%	43%	12 Days	\$2,500 ¹	AI		AI	AI					\$2,500
Hanjin	39%	43%	12 Days	\$2,500 ¹	\$100 ¹		AI	\$520 ¹					\$3,120
Cho Yang	11%	3%	17 Days	\$179.00	\$5		AI	AI				19 KT	\$3,496 ¹³
Maersk	8%	5%	15 Days	\$3.30	\$5		AI	AI				1008 pkgs.	\$3,416
Sea-Land	0%	3%	15 Days	\$3.30	\$5		AI	AI				1008 pkgs.	\$3,416

¹ Rate is per container

¹³ Rate is calculated by KT, not package.

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Ho Chi Minh, Vietnam

Fresh Oranges

Monthly Market Share For: April 1997

Month\Year: 3\9

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Maersk	68%	67%	22 Days ⁴										
Sea-Land	32%	22%	23 Days	\$6.75	\$5			\$34				865 pkgs.	\$6,424
Hanjin	0%	11%	32 Days	\$5.50	\$100 ¹			\$34				850 pkgs.	\$5,368

1 Rate is per container

4 Transit time is based on departure from Long Beach, CA.

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Hong Kong

Fresh Oranges

Monthly Market Share For: April 1997

Month\Year: 1,148\3,981

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
APL	12%	8%	17 Days	\$1.72	\$5			\$34				1008 pkgs.	\$2,297
COSCO	11%	10%	25 Days	\$2.45	AI			AI				950 pkgs.	\$2,328
Sea-Land	9%	8%	14 Days	\$1.72	\$5			\$34				1008 pkgs.	\$2,297
Hanjin	9%	7%	15 Days	\$1.68	\$5			\$34				950 pkgs.	\$2,259
OOCL	9%	6%	16 Days	\$1.72	\$5			\$34				1008 pkgs.	\$2,297
Hyundai	8%	19%	15 Days	\$1.68	\$5			\$34				950 pkgs.	\$2,259
NYK Line	8%	7%	19 Days	\$1.72	\$5			\$34				1008 pkgs.	\$2,297
Mexican Line	7%	9%											
Evergreen	7%	6%	17 Days	\$1.68	\$5			\$34				950 pkgs.	\$2,259
Maersk	6%	10%	14 Days	\$1.72	\$5			\$34				1008 pkgs.	\$2,297

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Jakarta, Indonesia

Fresh Oranges

Monthly Market Share For: April 1997

Month\Year: 37\95

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Maersk	60%	52%	23 Days	\$4.35	\$5			\$34				900 pkgs.	\$4,539
OOCL	16%	24%	22 Days ⁴	\$4.35	\$5			\$34				900 pkgs.	\$4,539
Sea-Land	13%	12%	27 Days	\$4.35	\$5			\$34				900 pkgs.	\$4,539
APL	5%	8%	30 Days	\$4.35	\$5			\$34				900 pkgs.	\$4,539
Neptune	3%	1%	30 Days	\$4.35	\$5			\$34				900 pkgs.	\$4,539
NYK Line	0%	2%	29 Days	\$4.35	\$5			\$34				900 pkgs.	\$4,539

4 Transit time is based on departure from Long Beach, CA.

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Keelung, Taiwan

Fresh Oranges

Monthly Market Share For: April 1997

Month\Year: 286\372

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:							Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.		
Maersk	38%	33%	18 Days	\$3.68	\$5		9%	\$34				950 pkgs.	\$4,745
Evergreen	12%	9%	20 Days	\$3.53	\$5		9%	\$34				950 pkgs.	\$4,580
Cho Yang	10%	13%	17 Days	\$3.17	\$5		9%	\$34				1008 pkgs.	\$3,946
K Line	10%	11%	14 Days	\$3.68	\$5		9%	\$34				950 pkgs.	\$4,745
Yang Ming	9%	8%	14 Days	\$3.45	\$100 ¹		9%	\$34				950 pkgs.	\$4,250
Hanjin	6%	5%	17 Days	\$3.53	\$5		9%	\$34				950 pkgs.	\$4,580
Zim Line	5%	10%	22 Days ⁴	\$2,980 ¹	AI		AI	\$520 ¹					\$3,500
OOCL	4%	5%	15 Days	\$3.68	\$5		9%	\$34				950 pkgs.	\$4,745
APL	2%	2%	17 Days	\$3.68	\$5		9%	\$34				950 pkgs.	\$4,745
Mitsui OSK	2%	1%	15 Days	\$3.68	\$5		9%	\$34				950 pkgs.	\$4,745

1 Rate is per container

4 Transit time is based on departure from Long Beach, CA.

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Manila, Philippines

Fresh Oranges

Monthly Market Share For: April 1997

Month\Year: 78\264

Month\Year: 78\264

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:							Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.		
OOCL	41%	18%	20 Days	\$3.91	\$5			\$34				865 pkgs.	\$3,967
Maersk	18%	41%	19 Days	\$3.91	\$5			\$34				865 pkgs.	\$3,967
Sea-Land	15%	22%	19 Days	\$3.91	\$5			\$34				865 pkgs.	\$3,967
APL	13%	10%	19 Days	\$3.91	\$5			\$34				865 pkgs.	\$3,967
Hyundai	13%	8%	19 Days	\$3.76	\$5			\$34				865 pkgs.	\$3,837
NYK Line	0%	2%	21 Days	\$3.91	\$5			\$34				865 pkgs.	\$3,967

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Fresh Oranges

Monthly Market Share For: April 1997

Month\Year: 163\590

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Maersk	40%	36%	22 Days	\$4.09	\$5			\$34					\$4,549
Sea-Land	17%	20%	25 Days	\$4.09	\$5			\$34					\$4,549
OOCL	17%	17%	21 Days ⁴	\$4.09	\$5			\$34					\$4,549
APL	10%	13%	25 Days	\$4.09	\$5			\$34					\$4,549
Hyundai	10%	6%	20 Days	\$3.94	\$5			\$34				850 pkgs.	\$4,406
P&O Nedlloyd	2%	4%	27 Days	\$4.09	\$5			\$34					\$4,549
Neptune	2%	2%	26 Days	\$4.09	\$5			\$34					\$4,549
NYK Line	1%	1%	28 Days	\$4.09	\$5			\$34					\$4,549
Mitsui OSK	1%	1%	21 Days	\$4.09	\$5			\$34					\$4,549

⁴ Transit time is based on departure from Long Beach, CA.

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Singapore

Fresh Oranges

Monthly Market Share For: April 1997

Month\Year: 155\582

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:							Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.		
APL	35%	27%	21 Days	\$4.09	\$5		15%	\$34					\$4,654
Maersk	19%	25%	20 Days	\$4.09	\$5		15%	\$34					\$4,654
OOCL	12%	12%	23 Days	\$4.09	\$5		15%	\$34					\$4,654
Hyundai	12%	8%	21 Days	\$3.94	\$5		15%	\$34					\$4,702
Sea-Land	10%	17%	23 Days	\$4.09	\$5		15%	\$34					\$4,654
Neptune	5%	4%	24 Days	\$4.09	\$5		15%	\$34					\$4,654
P&O Nedlloyd	3%	3%	24 Days	\$4.09	\$5		15%	\$34					\$4,654
Yang Ming	1%	10%	21 Days										
NYK Line	1%	2%	24 Days	\$4.09	\$5		15%	\$34					\$4,654
Mitsui OSK	1%	1%	20 Days	\$4.09	\$5		15%	\$34					\$4,654

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Tokyo, Japan

Fresh Oranges

Monthly Market Share For: April 1997

Month\Year: 125\519

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hanjin	20%	23%	11 Days	\$1.91	\$5		38%	\$34				1008 pkgs.	\$3,359
COSCO	18%	8%	14 Days	\$2,500 ¹	AI		38%	AI					\$3,450
Sea-Land	10%	6%	10 Days	\$2.01	\$5		38%	\$34				1008 pkgs.	\$3,498
OOCL	9%	7%	11 Days	\$2.01	\$5		38%	\$34				1008 pkgs.	\$3,498
Maersk	8%	14%	10 Days	\$2.01	\$5		38%	\$34				1008 pkgs.	\$3,498
Mitsui OSK	8%	5%	11 Days	\$2.01	\$5		38%	\$34				1008 pkgs.	\$3,498
Evergreen	7%	8%	12 Days	\$1.91	\$5		38%	\$34				1008 pkgs.	\$3,359
Hyundai	5%	3%	11 Days	\$1.91	\$5		38%	\$34				1008 pkgs.	\$3,359
K Line	4%	5%	10 Days	\$2.01	\$5		38%	\$34				1008 pkgs.	\$3,498
Mexican Line	2%	8%											

1 Rate is per container